

Message Text

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ACTION COME-00

INFO OCT-01 EUR-12 NEA-11 ISO-00 AID-05 CIAE-00 EB-08

FRB-01 INR-10 NSAE-00 ICA-20 TRSE-00 XMB-04

OPIC-06 SP-02 LAB-04 SIL-01 OMB-01 EA-12 DOE-15

SOE-02 PPTE-00 CA-01 STR-07 /123 W

-----030405 120914Z /23

R 120347Z JUN 78

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 7985

INFO AMEMBASSY AMMAN

AMEMBASSY ATHENS

AMEMBASSY MUSCAT

UNCLAS SECTION 1 OF 2 ABU DHABI 1668

ATHENS FOR RTDO

E O 11652: NA

TAGS: BEXP, TC

SUBJ: JAN 79 WATER RESOURCES SPECIALIZED TRADE MISSION TO
OMAN AND THE UAE

REF: STATE 84544

FOLLOWING CABLE RESPONSES ARE KEYED TO QUERIES REF A:

1A. WE PROPOSE FOLLOWING SCHEDULE. GROUP SHOULD ARRIVE IN
ABU DHABI MON; MEETINGS AND RECEPTION TUES-THURS; TRAVEL BY
CAR TO DUBAI THURS P.M.; FRI FREE; SAT-MON MEETINGS IN DUBAI;
MON EVENING-TUES DEPART FOR OMAN.

B). FOLLOWING PRODUCTS WITH GOOD SALABILITY SHOULD BE FEATURED:
WELL DRILLING MACHINERY, SUBMERSIBLE PUMPS, PIPES OF ALL TYPES
AND DIAMETERS, DESALINATION EQUIPMENT BOTH CONVENTIONAL AND
SOLAR, SENSORS, VALVES, IRRIGATION MACHINERY, SEWAGE AND WASTE
WATER TREATMENT EQUIPMENT, TEST EQUIPMENT, PROCESS CONTROL/EDP
MACHINERY.

C. ONLY RELEVANT ITEM PRODUCED IN UAE IS SMALL AMOUNT OF HIGH
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PRICED PVC PIPE. ABU DHABI IMPORTS BY CUSTOM CLASSIFICATION.
VOLUME IN MT; VALUE IN MILLIONS OF DIRHAM (DOL 1.00 EQUALS
DH 3.85) ARE GIVEN BELOW.

1976 JAN-JUNE, 1977

7192 PUMPS AND CENTRIFUGES.

	VALUE	VOLUME	VALUE	VOLUME
US	17.4	583	4.9	113

UK	17.0	881	7.1	271
FR	15.3	704	3.9	413
ITALY	-	-	6.0	339
TOTAL	66.7	3,326	33.3	1,581

6921 TANKS, VATS, & RESERVOIRS

US	1.2	24	-	-
UK	10.0	865	-	-
FR	2.3	138	-	-
FRG	1.8	474	3.2	1,018
JA	-	-	9.6	4,569
LEB	-	-	0.2	25
DUTCH	-	-	0.1	5
TOTAL	16.0	1,550	13.4	5,656

8618 METERS & COUNTERS, NON ELECTRIC

US	0.5	4	0.1	1
FRG	1.0	10	0.4	2
UK	0.9	29	0.6	7
FR	0.1	1	-	-
JA	-	-	0.6	6
BELG	-	-	0.3	-
TOTAL	2.8	48	2.3	19

6781/2/3/5 PIPES, TUBES, & FITTINGS, IRON OR STEEL

57.1	11,621	65.5	26,376
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THIS CATEGORY INCLUDES LARGE QUANTITIES OF OILFIELD AND HYDROCARBON TRANSPORTATION PIPING AS WELL AS WATER AND SEWERAGE TUBE.

D. DUBAI LEVELS A 4 PERCENT VALOREM DUTY AND ABU DHABI

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CHARGES 1 PERCENT. HOWEVER, CERTAIN TYPES OF MANUFACTURED GOODS INCLUDING MOST WATER RESOURCES EXPLOITION EQUIPMENT IS EXEMPTED. THERE ARE NO TRADE OR CURRENCY RESTRICTIONS OTHER THAN THOSE RELATED TO THE ARAB BOYCOTT OF ISREAL, SOUTH AFRICA AND RHODESIA.

E. MAJOR FOREIGN COMPETITION. MAJOR SUPPLIERS IN UK, FR, FRG AND RECENTLY, JAPAN.

F. MANY FOREIGN BUSINESSMEN VISIT THE UAE BUT WE ARE NOT AWARE OF ANY CONFLICTING EVENTS.

G. INCREASE IN DESALINIZATION CAPACITY AND GROUND WATER RECOVERY TO MEET RISING CONSUMPTION OFR CITIES, AGRICULTURE, AND NEW OILFIELD AND INDUSTRIAL CENTERS. LARGE INDUSTRIAL COMPLEXES UNDER CONSTRUCTION AT RUWAIS, MUSSAFEH, SADIYAT AND ZIRKU ISLANDS IN ABU DHABI EMIRATE AND AT JEBEL ALI IN DUBAI. NEW IRRIGATED AGRICULTURE OR FORESTATION PROJECTS THROUGHOUT THE UAE. SLOWER BUT MORE STABLE INCREASES IN POPULATIONS OF URBAN CENTERS COUNTRY-WIDE.

H. UAE DOES NOT RECEIVE LOANS FROM IFAS. IT IS A MAJOR AID DONOR.

I. ROUGHLY 60 PERCENT OF 150 ODD AMERICAN FIRMS WITH OFFICES IN THE UAE ARE IN EITHER OIL-RELATED BUSINESSES OR CIVIL CONSTRUCTION. THESE COMPANIES CAN BE READILY IDENTIFIED IN OUR LISTS

OF US FIRMS WHICH HQVE BEEN SUBMITTED TO CAGNE PREVIOUSLY.

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UNCLAS SECTION 2 OF 2 ABU DHABI 1668

ATHENS FOR RTDO

2. COMMERCE HAS RECEIVED WRAP-UP CABLE FROM JANUARY 1977 WATER TRADE MISSION AND THIS SHOULD BE AVAILABLE FROM APPROPRIATE OFFICES IN USDOC. BRIEFLY, 12 MONTH SALES WERE DOLS 5 MILLION, DIVIDED EQUALLY BETWEEN ABU DHABI AND NORTHERN EMIRATES. THE UAE IS THE RICHEST COUNTRY ON THIS GROUP'S SCHEDULE WITH AN INCOME OF ABOUT DOLS 9 BILLION FROM OIL IN 1977. DUBAI EARNS DOLS 1.2 BILLION FROM PETROLEUM EXPORTS, ROUGHLY EQUAL TO THE GNP OF OMAN. MISSION MEMBERS CAN REASONABLY ANTICIPATE THAT THEIR SALES IN THE UAE SHOULD EXCEED THOSE IN BOTH AMMAN AND MUSCAT SINCE THE UAE NEEDS THE EQUIPMENT AND HAS THE MONEY TO PAY FOR IT.

3. A. VISA REQUIREMENTS - UAE IMMIGRATION REGULATIONS HAVE CHANGED SEVERAL TIMES RECENTLY. IN ORDER TO ENSURE THAT MISSION MEMBERS ARE ALLOWED TO ENTER AND LEAVE WITHOUT DIFFICULTY, POST INSISTS THAT ALL OBTAIN BUSINESS VISAS PRIOR TO ARRIVAL. VISITORS WITHOUT VISAS MAY BE HELD AT THE AIRPORT AND THEN PLACED ABOARD THE NEXT OUTBOUND FLIGHT REGARDLESS OF ITS DESTINATION. POST CANNOT OBTAIN EXCEPTIONS TO UAE ENTRY REQUIREMENTS.

B. DOUBLE HOTEL ROOMS COST APPROXIMATELY DOLS 125 PER DAY AND
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SUITES ABOUT DOLS 450. DEPOSITS ARE NOT USUALLY REQUIRED BUT SOME HOTELS ASSESS CHARGES IF RESERVATIONS ARE CANCELLED ON SHORT NOTICE.

C. ENGLISH IS SPOKEN OR UNDERSTOOD BY VIRTUALLY ALL POTENTIAL CUSTOMERS. ARABIC LANGUAGE FACILITY WOULD OBVIOUSLY BE ADVANTAGEOUS.

D. INTERPRETER-TRANSLATOR SERVICES COST ABOUT DOLS 125 A DAY. PRINTED MATERIAL DOES NOT HAVE TO BE TRANSLATED BUT SHOULD HAVE LOTS OF PHOTOGRAPHS. POST NEEDS MISSION BROCHURES AT LEAST SIX WEEKS IN ADVANCE IF THEY ARE TO BE USED EFFECTIVELY. IDEALLY, FLYERS SHOULD BE SENT WITH POST'S COMMERCIAL NEWSLETTER O/A 1 DECEMBER 1978. LOCAL PRINTERS ARE REASONABLY PROMPT BUT QUALITY LEAVES SOMETHING TO BE DESIRED.

E. PHOTOGRAPHERS ARE AVAILABLE AT A COST OF ABOUT DOLS 125/DAY.

F. CHAMBER OF COMMERCE INVARIABLY HOST A RECEPTION IN ABU DHABI. IN PAST AMBASSADOR HAS HOSTED A 30-40 PERSON DINNER, WHEN POSSIBLE. DUBAI CHAMBER OF COMMERCE HAS NOT REPEAT NOT HOSTED RECEPTIONS. HOTZW RECEPTIONS IN DUBAI FOR LEADING BUSINESSMEN WOULD COST ABOUT DOLS 10 PER GUEST FOR RECEPTION FOR ABOUT 75 BUSINESSMEN.

G. POST PERSONNEL NORMALLY STAFF BUSINESS INFORMATION CENTER. SECRETARIAL: COMMUNICATIONS SERVICES ARE AVAILABLE IN ALL HOTELS AT A PRICE.

4. POST RECOMMENDS THAT USDOC DISCUSS ARRANGEMENTS FOR THIS MISSION WITH ERIC WEAVER AND FRANK SPILLMAN. BOTH HAVE BEEN ASSIGNED TO THE UAE AND WILL BE IN COUNTRY WHEN MISSION ARRIVES. THEY ARE STUDYING ARABIC AT FSI AND WILL PROBABLY BE CONSULTING AT USDOC IN THE NEAR FUTURE. WE ARE AWARE THAT SIX WORKING DAYS IS A LONG TIME IN THE UAE BUT FEEL THAT THE IMPORTANCE OF THIS MARKET JUSTIFIES IT. THE EQUIPMENT IS NEEDED HERE, THE CASH IS AT HAND, AND TRADE MISSIONS FROM EUROPE AND JAPAN STAY SIMILAR LENGTHS
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OF TIME. IF WE WANT THE BUSINESS, WE WILL HAVE TO SPEND THE TIME.
DICKMAN

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